

## Message Text

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PAGE 01 MOSCOW 04408 010754Z

20

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W

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R 010733Z APR 75

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 8784

INFO AMEMBASSY STOCKHOLM

USDOC WASHDC

C O N F I D E N T I A L MOSCOW 4408

E.O. 11652: GDS

TAGS: BBAK, BPRO, UR

SUBJECT: AIR TRAFFIC CONTROL PROPOSALS

USDOC FOR BEWT/DOWNEY

REF: STATE 71205 (NOTAL)

1. IN EFFORT CLARIFY SITUATION REGARDING SOVIET ATC CONTRACT,  
COMMATT CONTACTED OFFICIALS OF MINISTRY OF CIVIL AVIATION (L.  
TYUKHIN) AND ELEKTRONORGTEKHNIKA (V. YASHIN) MARCH 31 TO DETERMINE  
WHETHER CONTRACT HAD ACTUALLY BEEN SIGNED WITH STANSAAB. BOTH  
TYUKHIN AND YASHIN DENIED THAT CONTRACT HAD BEEN SIGNED. HOWEVER,  
IN RATHER UNUSUAL MOVE WHICH MAY INDICATE THAT SOME ACTION IS  
IMMINENT, TYUKHIN ADVISED COMMATT THAT MME. ANODINA  
OF CIVIL AIR MINISTRY WISHED TO MEET WITH SLIMAK OF UNIVAC  
IN MOSCOW "AS SOON AS POSSIBLE." TYUKHIN ASKED COMATT TO PASS  
THIS MESSAGE TO SLIMAK, WHICH HAS BEEN DONE.

2. EMBASSY HAS SEEN NO MENTION IN SOVIET PRESS OF CONTRACT  
SIGNING, WHICH MIGHT BE EXPECTED GIVEN IMPORTANCE OF CONTRACT.  
WE WOULD APPRECIATE ANY INFORMATION EMBASSY STOCKHOLM COULD  
SUPPLY ON STATUS OF STANSAAB-SOVIET TALKS WHICH CAN BE OBTAINED  
FROM SWEDISH SOURCES.

3. WITH REFERENCE TO COMPETING PROPOSALS SUBMITTED BY AIL  
AND AIL LICENSEE FROM CANADA (REFTEL), IMPRESSION IS UNAVOIDABLE  
THAT SYSTEMS PROPOSED BY VARIOUS COMPETITORS, SPERRY-UNIVAC,  
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STANSAAB, THOMSON-CSF, AIL ETC. ARE SIMPLY NOT COMPARABLE.

OTHERWISE, WE SEE NO WAY IN WHICH AIL COULD COME IN WITH BID  
WHICH IS LESS THAN 10 PERCENT OF PRICE DEMANDED BY UNIVAC,  
EVEN THOUGH WE UNDERSTAND THAT UNIVAC HAS PLACED A HIGH VALUE ON  
ITS EXTENSIVE EXPERIENCE IN THIS AREA. IN THIS REGARD, EMBASY  
RECALLS FREQUENT COMPLAINTS VOICED BY VARIOUS U.S.  
COMPETITORS SINCE ATC COMPETITION BEGAN IN AUGUST 1973 OVER  
LACK OF CLARITY IN SOVIET SPECIFICATIONS. IT WOULD  
APPEAR THAT ON SEVERAL IMPORTANT ASPECTS OF ATC SYSTEM, SOVIETS  
SIMPLY DID NOT KNOW WHAT THEY WANTED. COMPETING COMPANIES  
WERE OBLIGED TO MAKE THEIR OWN ASSUMPTIONS ON THESE POINTS,  
WITH CONSEQUENCE THAT SYSTEMS OFFERED VARY SUBSTANTIALLY,  
BOTH IN TERMS OF CAPABILITIES AND PRICE.

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## Message Attributes

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**Current Classification:** UNCLASSIFIED  
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